

Staff Opportunity

Title: Senior Market Adviser – Business, IT Services & Tech Solutions for Enterprise
Business Unit: Global Markets
Reporting to: UK Overseas Manager
Location: London or Manchester
Contract Duration: This post is being offered on the basis of a 3-year local assignment
Job Reference: EI.067.22E

Applicants must have the legal right to live and work in the location.

About Enterprise Ireland:

Enterprise Ireland is the Trade and Innovation agency and VC-arm of the Irish Government. We work in partnership with Irish companies to help them start, scale and internationalise. We manage a direct investment portfolio of +1500 companies and are ranked as the world's largest seed investor by deal count by PitchBook in 2020.

Our ethos is collaborative. Our success is based on being both dynamic and supportive of clients (Irish exporters) and colleagues across sector teams in Ireland and over 40 overseas offices. We have offices in London and Manchester.

The UK has a special place in Ireland's export success. It remains the market for most Irish companies to start their export journey and achieve scale before they further internationalise. This makes it the largest export market for our clients (Irish exporters) representing €7.5 billion and 29% of their exports.

About the Role:

Our purpose is to engage with ambitious entrepreneurs, start-ups and leadership teams in established Irish businesses to help them start, grow and accelerate their success in the UK. This has a direct impact on Enterprise Ireland's purpose to have a significant impact on the economic development of Ireland and Irish enterprise.

The role is perfectly suited to someone whose strengths lie in communication and creativity. This is balanced by an ability to step back and objectively determine where greatest impact is being achieved, using this insight to adapt or modify approach. Energetic, self-starters enjoy the role and team-players thrive.

The role is based in London and involves working across the UK as well as occasional travel to Ireland. Flexible working is in place to enable the best balance for learning, team interaction and success in the role.

The appointed person will work with a defined portfolio of Irish company clients from the Business, IT Services and digital tech portfolios. These clients primarily target large enterprise or have a model for volume sales for SMEs. The role involves finding the right approach at individual company and group/portfolio level to drive their growth and success in the UK.

Key Deliverables:

- Deliver all metrics/KPI targets assigned and contribute more broadly to the UK's and wider organisation goals
- Develop and implement UK market plans with clients to help their UK entry and growth
- Build an extensive network of UK decision-makers and influencers of direct benefit to the client portfolio. Use your network to make and leverage introductions and insights.

- Develop a plan to achieve UK growth for your portfolio. This includes design and implementation of activity and initiatives aimed at increasing awareness of your portfolio's capability in the most relevant UK sectors and customers.
- Proactively research how your portfolio and the market is changing, signalling and acting on emerging opportunities and risks. Share your insights with colleagues and clients.
- Be an active, inclusive, supportive and participatory member of the team

Functional Competencies:

- Recent and relevant experience in sales, marketing and business development (or related experience) in the UK is essential.
- Experience in the IT services/digital technologies sector, understanding of its dynamics and the associated challenges for Irish SMEs and start-ups seeking to grow in the UK is essential.
- Strong consulting and influencing skills. Ability to assess and challenge business plans.
- Strong networking and relationship building skills. An established network of senior contacts in the UK that could be leveraged is a plus.
- A self-starter with experience of working on your own initiative.
- Excellent organisation, communication and presentation skills.
- Ability to influence and shape the strategic direction both of Irish companies and of the sector development work undertaken by Enterprise Ireland.
- Ability to proactively identify emerging market trends and assess the opportunities or risks they may afford
- Willingness to travel throughout the UK and Ireland.
- A relevant 3rd level qualification is desirable.

Enterprise Ireland Behavioural Competencies:

Results Focused

The ability to remain outcome and results focused with regard to business priorities and organisational goals, monitoring progress and adjusting approach ensuring delivery against the appropriate timescales.

Innovation and Risk-Taking

Actively encourages new ideas, experimentation and measured risk-taking, while always being on the lookout for opportunities to continuously improve business processes and efficiencies within Enterprise Ireland and client organisations.

Problem Solving and Decision-Making

The ability to be decisive and take tough decisions about clients, people and costs to deliver sustainable results, using the analysis of information and situations to make logical and sound decisions.

Client Focused

The ability to provide an excellent client service focusing on client needs and building and maintaining effective personal and business relationships to advance client objectives and EI strategy.

Communicating with Impact to Influence Others

Communicates in a manner that will persuade, convince and influence their own staff and others, both internally and externally, in order to motivate, inspire or encourage them to follow a particular course of action.

Teamworking

Co-operates with colleagues, shares information and respects the opinions and values of staff members. Understands the skills, experience and knowledge of staff members and maximises how these can be utilised to the benefit of the department, the organisation and the client.

Networking

Establishes and maintains mutually beneficial relationships with colleagues and other networks for the purpose of sharing information.

Embracing & Leading Change

Understands the business agenda of Enterprise Ireland and embraces changes for area of responsibility and for external and internal clients.

Acting / Leading with Integrity

Lives the EI purpose and values, acting genuinely and with integrity, in a manner that builds trust and engages and motivates others, placing the genuine needs of the client, the organisation, and staff ahead of personal agendas

Developing Yourself & Others

Creates an environment that enables others to excel in terms of job performance.

Salary:

Applicants are advised to contact hrconnect@enterprise-ireland.com in relation to the applicable salary.

Candidates should note that entry will be at the minimum of the relevant scale and the rate of remuneration may be adjusted from time to time in line with Government pay policy. Subject to satisfactory performance, increments may be payable in line with current Government Policy.

Application and Selection Process:

The selection process for this position may include short-listing of candidates. The selection criteria will be based on the requirements of the position. It is therefore important that you provide a detailed and accurate account of where you believe your skills and experience meet the requirements for the position. This should be contained in a short document (maximum 2 pages) accompanying your CV.

To apply for the position, send a detailed CV and supporting document quoting **EI.067.22E** reference number to hrconnect@enterprise-ireland.com to be received no later than **28th June 2022**.

All applications will be acknowledged by e-mail.

ISSUED BY THE HR DEPARTMENT, ENTERPRISE IRELAND ON 14TH JUNE 2022

Enterprise Ireland is an equal opportunities employer.